



INTEGRA REALTY RESOURCES

IRR | DETROIT

COMMERCIAL REAL ESTATE
VALUATION & CONSULTING



65

years serving Michigan
markets

IRR® — INTEGRA REALTY RESOURCES —

provides world-class commercial real estate valuation and counseling services to both local and national top financial institutions, developers, corporations, law firms, and government agencies. As one of the largest independent property valuation and counseling firms in the United States, we provide our diverse array of clients the highly informed opinions and trusted expert advice needed to understand the value, use and feasibility of their real estate. *IRR. Local expertise. Nationally.*

2,500+

appraisals completed
annually

RECENT APPRAISAL ASSIGNMENTS OF NOTABLE AND VARIED ASSETS

Office



- **Fisher Building, 3011 W. Grand Blvd., Detroit, MI, 634,819 SF**
- Galleria Officenter, 100-400 Galleria Officentre, Southfield, MI, 1,005,143 SF
- Chrysler House, 719 Griswold St., Detroit, MI, 343,420 SF
- Tower 35, Spectrum Health, 35 Michigan Street NE, Grand Rapids, MI, 151,062 SF
- Birmingham Place, 401-411 S. Old Woodward Ave., Birmingham, MI, 107,691 SF
- Troy Place, 3001 W. Big Beaver Rd., Troy, MI, 756,729 SF

Industrial



- **2110 Executive Hills, Auburn Hills, MI, 103,819 SF**
- 41144 Concept Drive, Plymouth, MI, 80,269 SF
- 26999 Meadowbrook Rd., Novi, MI, 115,317 SF
- Gibraltar Trade Center, 237 N. River Rd., Mount Clemens, MI, 270,144 SF
- Data Center, 2703 Ena Dr., Lansing, MI, 92,383 SF
- Potato Processing Facility, 70255 Blue School Rd., White Pigeon, MI, 150,872 SF

Multifamily



- **The Albert Kahn Building, 7430 Second Ave., Detroit, MI, 243,885 SF/211 Units**
- The Scott at Brush Park, 3150 Woodward, Detroit, MI, 175,858 SF/199 Units
- Evolve Allendale Student Apartments, Allendale, MI, 266,592 SF/600 Beds
- Gateway at Belnap, 513 Clancy Ave. NE, Grand Rapids, MI, 67,935 SF/88 Units
- Elevation Apartments, NWC Jolly & Okemos Roads, Okemos, MI, 137,308 SF/126 Units
- Himelhoch Building, 1545 Woodward, Detroit, MI, 58,464 SF/72 Units

Hospitality



- **Proposed Hilton Garden Inn, 352 S. Saginaw, Flint, MI, 90,969 SF/101 Rooms**
- Inn at St. John's, 44045 Five Mile, Plymouth, MI, 97,094 SF/118 Rooms
- Harbour View Inn, 6860 Main, Mackinac Island, MI, 39,000 SF/83 Rooms
- City Flats Grand Rapids, 83 Monroe Center NW, Grand Rapids, MI, 17,158 SF/48 Rooms
- Proposed element Hotel, 33 John R, Detroit, MI, 122,745 SF/110 Rooms
- Weber's Inn & Restaurant, 3050 Jackson, Ann Arbor, MI, 114,441 SF/158 Rooms

Retail



- **Palladium at Birmingham, 209 Hamilton Row, Birmingham, MI, 123,789 SF**
- Universal Mall, 28582 Dequindre, Warren, MI, 410,359 SF
- Fairlane Green, 3349 Fairlane, Allen Park, MI, 119,000 SF
- Willow Creek Shopping Center, 41840 Ford Rd., Canton, MI, 166,076 SF
- Breton Village, 1830 Breton SE, Grand Rapids, MI, 185,000 SF
- Macomb Mall, 32233 Gratiot, Roseville, MI, 508,957 SF

Specialty Assignments



- **The David Whitney Building, Detroit, MI, 78,438 SF/105 Apts. & Aloft Hotel**
- Bharatiya Temple, 6850 Adams, Troy, MI, 68,014 SF
- Jaquar of Novi, 24295 Haggerty Road, Novi, MI, 19,096 SF
- All Seasons Senior Housing, 5600 Drake, West Bloomfield, MI, 154,599 SF
- CJ Barrymores, 21750 Hall Road, Clinton Township, MI, 42,385 SF
- Zehnder's Splash Village, Frankenmuth, MI, 192,735 SF & 178 Hotel Rooms

OUR VALUE PROPOSITION

What sets our firm apart is the longevity of our principals and senior analysts who have been collaborating on property analyses for over 25 years. Through developing our team relationships, our specialty appraisal practices have evolved to create high quality, industry-leading standards. IRR-Detroit has defined specialty practices for various property segments adding value and insight that empowers our clients. Our analysts have been afforded the opportunity to concentrate their appraisal and consulting expertise in niche property segments including apartments, regional lifestyle malls, office and industrial buildings, places of worship, hotels and motels. This focus by property sector allows for timely delivery of appraisal services at an economical fee structure, which serves as a differentiation for most of our clients in choosing Integra.



Donald L. Selvidge, MAI, Senior Managing Director

Mr. Selvidge has 24+ years of real estate valuation and consulting experience. Mr. Selvidge has extensive knowledge and experience working with nearly all types of lending institutions including conventional lenders, conduits, Freddie Mac, Fannie Mae, and HUD. Mr. Selvidge is a member of the IRR Senior Housing Specialty Practice Group and has extensive experience in preparing appraisals and market studies for independent living, assisted living, memory care, and skilled nursing facilities.



Anthony Sanna, MAI, CRE, FRICS, Executive Director

Mr. Sanna is the Executive Director of the Detroit, MI office and has over 30 years of real estate valuation and consulting experience. Mr. Sanna is active in a number of national and local organizations including the Counselors of Real Estate, Real Estate Answer Forum, Entrepreneurs Organization and Detroit CBOR, a local commercial realtor board.



Donald J. Passalacqua, MAI, Senior Director

Mr. Passalacqua has been actively engaged in the appraisal industry for almost 30 years specializing in valuation and counselling for multifamily and senior housing projects including conventional apartments, luxury residences, urban projects, low-income rental housing, and tax credit developments. Mr. Passalacqua also maintains a specialty in the valuation of special-purpose facilities used for religious, educational and community purposes.



Bradley G. Conkey, Director

Mr. Conkey has been engaged in real estate valuations and counselling for almost 30 years specializing in the appraisal of automotive dealerships, net-leased properties, day care facilities and industrial properties. Bradley is a member of Integra Realty Resources Automotive Dealership's Experts Exchange. Mr. Conkey also specializes in litigation support working with attorneys and accountants preparing well-supported, independent appraisals for estates, marriage dissolution or partnership dissolution.



H. William Hansen, Jr., MAI, Senior Director

Mr. Hansen has performed commercial real estate appraisals and market analyses for over 30 years specializing in various commercial properties including special use medical facilities, marinas, office buildings, casinos, automobile factories, refrigerated buildings, parking garages, and ice sports arenas.



Coleen Handlon Shaull, Director

Mrs. Shaull, a member of Integra Hotels - Specialty Practice Group, focuses on appraising various hospitality enterprises including full and limited service hotels of all classes, water park hotels, and extended stay/all-suite hotels encompassing proposed and redevelopment projects. Mrs. Shaull also has extensive knowledge and experience with self storage, income-producing properties, and special purpose education/research buildings preparing market rent analyses for the State of Michigan Building Authority.



Contantino (Dino) G. Naoum,

Director has extensive knowledge in a variety of commercial property segments including manufactured housing, office and medical office properties, multi-tenant retail centers, and golf courses. Mr. Naoum is highly proficient at Argus and his extensive experience in litigation support including rezoning cases, tax appeals, divorce proceedings, partnership disputes and right-of-way assignments.



Thomas H. Chuba, Director

Mr. Chuba has extensive knowledge in a variety of property types including industrial and manufacturing properties, food processing buildings, contractor storage yards, retail, restaurants, marinas, churches, railroad corridors, office and various other income-producing properties. Mr. Chuba also has extensive experience in right-of-way acquisition and has performed as an expert witness in a number of litigation projects.

OUR CLIENTS.

- Bank of America
- Bank of Ann Arbor
- Bank United
- Chemical Bank
- CIBC World Markets
- Citizens Bank
- Comerica Bank
- Commercial Alliance
- DFCU
- Fidelity Bank
- Fifth Third Bank
- First Independence Bank
- FirstMerit Bank
- Flagstar Bank
- Hantz Bank
- Huntington National Bank
- JP Morgan Chase
- Key Bank
- Level One Bank
- mBank
- Macatawa Bank
- Michigan Business Connection
- Monroe Bank & Trust
- Oxford Bank
- PNC Bank, NA
- TCF National Bank
- U.S. Bank
- Wells Fargo

Law Firms/Accounting

- Baker, Tilly Vichow Krause, LLP
- Banks | Rifkin
- Bodman, LLP
- Clark Hill
- David Mendelson
- David Yaldo & Associates
- Debra Ribitwer
- Diggers, Schultz & Herbst
- Doeren Mayhew
- Harriet Rotter
- Halloran, PLC
- Honigman, Miller, Schwartz & Cohn, LLP
- Howard & Howard
- Jeffrey Sherbow
- John Schaefer
- Kecskes, Silver, & Gadd, PC
- Kostopoulus Rodriquez, PLLC
- Maddin, Hauser, Wartell, Roth & Heller, PC
- Miller Canfield
- Plante Moran
- Secrest Wardle
- Simon, Galasso & Frantz, PLC
- Stewart & Irwin, PC
- Taubman, Nadis & Neuman, PC
- Wease Halloran, PLC

Government & Organizations

- City of Auburn Hills
- City of Dearborn
- City of Detroit
- City of Eastpointe
- City of Royal Oak
- City of Warren
- City of Westland
- DTE Energy
- Great Lakes Water Authority
- GSA (Government Services Administration)
- Huron-Clinton
- Metroparks
- MDOT
- Oakland University
- Oxford Public Schools
- State of Michigan
- USPS (United States Postal Service)
- US Small Business Administration
- State Building Authority

Mortgage Banks/Services

- Ameriserv Financial
- Arbor Commercial
- Bellwether Enterprises
- Berkadia Commercial Mortgage
- Bernard Financial
- Branoff Investment
- Carson Real Estate
- Centerline Servicing Capital
- Citi Group
- Deutsche Bank
- Forest City Residential
- Gershman Mortgage
- Goldman Sachs
- Gryphon Capital
- Ladder Capital
- LNR Partners
- Love Funding
- MBC Loans
- Milestone Realty Services
- Signature Advisory Services
- StanCorp Mortgage
- Starwood

Developers/Owners

- Ari-El Enterprises
- Arteva Homes
- Bedrock
- Broder & Sachse
- Edward Rose & Sons
- Ferlito Construction
- Forbes Management
- Hillman Properties
- KMG Prestige
- Lautrec, Ltd.
- MHT Housing
- Mocerri Companies
- Pogoda Companies
- R.C. Schmidt & Sons LLC
- Rancilio
- Smith Group

Health Care

- DMC Hospital
- Ascension Genesys
- Beaumont Health System
- Henry Ford Health System



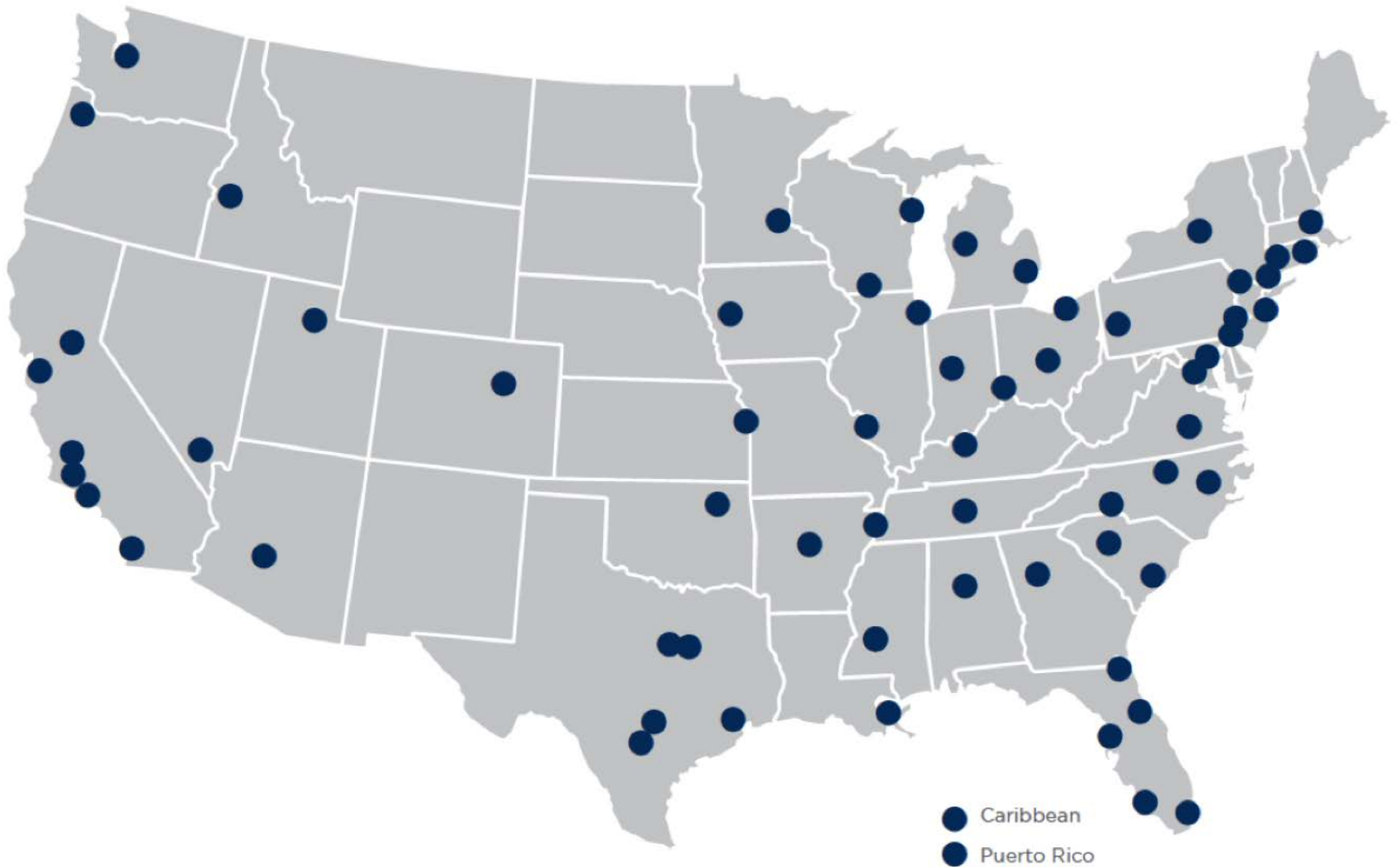
LOCAL EXPERTISE. NATIONALLY.

50+

local offices

60+

markets covered U.S. and Caribbean



NORTHEAST OFFICES

CONNECTICUT

Hartford, CT
Todd Isaacson, MAI
T (860) 291-8997 ext. 19
tisaacson@irr.com

DISTRICT OF COLUMBIA

Washington, DC
Marshall A. Burke, MAI, CCIM
T (202)-309-3656
mburke@irr.com

MASSACHUSETTS

Boston, MA
Jerry J. Manfra, MAI
T (617) 457-3298
jmanfra@irr.com

NEW JERSEY

Coastal New Jersey
Halvor J. Egeland, MAI
T (732) 244-7000 ext. 103
hegeland@irr.com

Northern New Jersey
Paul T. Beisser, CRE, MAI, SCGRE
T (973) 422-9800
pbeisser@irr.com

NEW YORK

Syracuse, NY
William J. Kimball, MAI, FRICS
T (315) 422-5577
wkimball@irr.com

PENNSYLVANIA

Philadelphia, PA
Albert (Chip) Hughes, MAI
T (610) 238-0238 ext. 1
chughes@irr.com

Pittsburgh, PA
Anthony Barna, MAI, SRA, CRE
T (412) 683-2211
abarna@irr.com

RHODE ISLAND

Providence, RI
Gerard McDonough, MAI, FRICS
T (401) 273-7710 ext. 15
gmcdonough@irr.com

VIRGINIA

Richmond, VA
Kenneth L. Brown, MAI, FRICS, CCIM
T (804) 346-2600 ext. 209
kbrown@irr.com

SOUTHEAST OFFICES

FLORIDA

Miami | Caribbean
James Andrews, MAI, CRE, FRICS, ASA/BV
T (305) 670-0001 ext. 320
jandrews@irr.com

Orlando, FL
Christopher D. Starkey, MAI
T (407) 843-3377 ext. 112
cstarkey@irr.com

Southwest Florida
Carlton J. Lloyd, MAI
T (239) 687-5801
clloyd@irr.com

Tampa, FL
Bradford L. Johnson, MAI, MRICS
T (813) 287-1000 ext. 121
bljohnson@irr.com

ALABAMA

Birmingham, AL
Rusty Rich, MAI, MRICS
T (205) 949-5995
rrich@irr.com

ARKANSAS

Little Rock, AR
John R. Praytor, MAI
T (601) 714-1665
jpraytor@irr.com

GEORGIA

Atlanta, GA
Matthew Albigese, MAI
T (404) 418-4358
malbigese@irr.com

MISSISSIPPI

Jackson, MS
John R. Praytor, MAI
T (601) 714-1665
jpraytor@irr.com

NORTH CAROLINA

Charlotte, NC
Fitzhugh L. Stout, MAI, CRE, FRICS
T (704) 206-8254
fstout@irr.com

Greensboro, NC
Nancy B. Tritt, MAI, SRA, FRICS
T (336) 676-6033
ntritt@irr.com

Raleigh, NC
Chris R. Morris, MAI, FRICS
T (919) 847-1717
cmorris@irr.com

LOUISIANA

New Orleans, LA
John R. Praytor, MAI
T (601) 714-1665
jpraytor@irr.com

SOUTH CAROLINA

Charleston, SC
Cleveland "Bud" Wright, Jr., MAI
T (843) 718-2125 ext. 10
cwright@irr.com

Columbia, SC
Michael B. Dodds, MAI, CCIM
T (803) 772-8282 ext. 110
mdodds@irr.com

TENNESSEE

Memphis, TN
J. Walter Allen, MAI, FRICS
T (901) 322-1700
wallen@irr.com

Nashville, TN
Paul Perutelli, MAI, SRA, FRICS
T (615) 628-8275 ext. 1
pperutelli@irr.com

CENTRAL OFFICES

ILLINOIS

Chicago, IL
Ron DeVries, MAI, FRICS
T (312) 565-3432
rdevries@irr.com

INDIANA

Indianapolis, IN
Michael Lady, MAI, SRA, ASA, CCIM, FRICS
T (317) 546-4720
mlady@irr.com

KENTUCKY

Louisville, KY
Stacey S. Nicholas, MAI, MRICS
T (502) 452-1543 ext. 3774
snicholas@irr.com

MICHIGAN

Detroit, MI
Donald L. Selvidge, MAI
T (248) 540-0040 ext. 114
dselvidge@irr.com

Grand Rapids, MI
Jeff Genzink, MAI
T (616) 261-5000
jgenzink@irr.com

MINNESOTA

Minneapolis/St. Paul, MN
Michael Amundson, MAI, CCIM, FRICS
T (952) 905-2401
mamundson@irr.com

MISSOURI

St. Louis, MO
Timothy M. Schoemehl, MAI
T (636) 898-6533
tschoemehl@irr.com

OHIO

Cincinnati/Dayton, OH
Gary S. Wright, MAI, FRICS, SRA
T (513) 426-7125
gwright@irr.com

Cleveland, OH
Douglas P. Sloan, MAI
T (330) 659-3640 ext. 101
dsloan@irr.com

Columbus, OH
Brad A. Johnson, MAI
T (614) 398-4307
bajohnson@irr.com

SOUTHWEST OFFICES

ARIZONA

Phoenix, AZ
Walter "Tres" Winus, III, MAI, FRICS
T (602) 266-5599
twinius@irr.com

TEXAS

Austin, TX
Todd Rotholz, MAI
T (713) 973-0212 ext. 12
trotholz@irr.com

Dallas, TX
Jimmy H. Jackson, MAI
T (972) 725-7724
jhjackson@irr.com

Ft. Worth, TX
Alan Pursley, MAI, SRPA, SRA, SGA
T (817) 763-8023
apursley@irr.com

Houston, TX
Todd Rotholz, MAI
T (713) 973-0212 ext. 12
trotholz@irr.com

Lubbock, TX
Taylor Carmona
T (409) 656-5199
taylor.carmona@irr.com

San Antonio, TX
Brandon Brehm, MAI, CCIM
T (210) 446-4444
bbrehm@irr.com

WEST OFFICES

CALIFORNIA

Los Angeles, CA
John G. Ellis, MAI, CRE, FRICS
T (818) 290-5444
jellis@irr.com

Orange County
J. Richard Donahue, MAI
T (714) 665-6515
rdonahue@irr.com

Sacramento, CA
Kevin Ziegenmeyer, MAI
T (916) 435-3883 ext. 224
kziegenmeyer@irr.com

San Diego, CA
John A. Morgan, MAI
T (858) 259-4900 ext. 315
jmorgan@irr.com

San Francisco, CA
Jeffrey Fillmore, MAI
T (408) 299-0444
jfillmore@irr.com

COLORADO

Denver, CO
Larry B. Close, MAI
T (720) 833-5931
lclose@irr.com

IDAHO

Boise, ID
Bradford Knipe, MAI, ARA, CRE, CCIM, FRICS
T (208) 472-3200
bknipe@irr.com

NEVADA

Las Vegas, NV
Charles E. Jack, IV, MAI
T (702) 906-0480
cjack@irr.com

UTAH

Salt Lake City, UT
John T. Blanck, MAI, MRICS
T (801) 263-9700 ext. 109
jblanck@irr.com

WASHINGTON

Seattle, WA
Matthew A. Bacon, MAI
T (206) 436-1179
mbacon@irr.com

CARIBBEAN

Caribbean
James Andrews, MAI, CRE, FRICS, ASA/BV
T (844) 952-7604 ext. 402
jandrews@irr.com

Puerto Rico
Carlos Vélez, MAI, SRA, BCA, CMEA, CCIM, MRICS
T (787) 782-4974
cvelez@irr.com

DETROIT

Julian C. Madison Building
1420 Washington Blvd., Suite 301
Detroit, MI 48226

INTEGRA REALTY RESOURCES

MAIN OFFICE

400 W. Maple, Suite 100
Birmingham, MI 48009

T: (248) 540-0040
F: (248) 540-8239
irr.com/Detroit

Donald L. Selvidge, MAI
Senior Managing Director
T: (248) 979-9670
dselvidge@irr.com

Anthony Sanna MAI, CRE, FRICS
Executive Director
T: (248) 979-9663
asanna@irr.com

GRAND RAPIDS

1009 44th Street SW, Suite 107
Grand Rapids, MI 49509

irr.com

Visit us online to learn more
and access our extensive
research library.



INTEGRA REALTY RESOURCES
Local Expertise. Nationally.